

Message Text

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PAGE 01 CAIRO 13747 261614Z
ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 COME-00 TRSE-00 CIAE-00
INR-10 NSAE-00 PM-05 NSC-05 SP-02 SS-15 /057 W
-----126541 270343Z /20
R 261603Z MAY 78
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 9632
INFO SECDEF WASH DC

C O N F I D E N T I A L CAIRO 13747

E.O. 11652: GDS
TAGS: OCON
SUBJECT: VISIT OF BOEING VERTOL REP:ATTEMPT TO SELL "CHINOOK"
- HELICOPTER

REF: NEA/EGY ZWEIFEL MEMO SAME SUBJECT DATED 5-4-78

1. ON 19MAY 1978MR. JAMES FELITON CALLED ON AIRA TO ADVISE THAT
BOEING VERTOL WAS ABOUT TO EMBARK ON A SERIOUS EFFORT TO SELL THE
CH-47 CHINOOK HELICOPTER TO EGYPT. HE PRESENTED A MEMO STATINGAN OMC
LICENSE NUMBER 30290 WAS ISSUED TO THE COMPANY ON 14MARCH 1978 FOR
THE PURPOSE OF EXPORTING TECHNICAL DATA ON THE HELICOPTER TO EGYPT.
FELITON FURTHER STATED HE WOULD BE MAKING CALLS ON THE CHIEF OF STAFF
LT GEN MOHAMED ALI FAHMY AND THE MINISTER OF WAR GENERAL MOHAMED
GAMASY DURING THE COMING WEEK.

2. ON 24MAY FELITON AGAIN CALLED ON AIRA TO DEBRIEF HIS PROGRESS.
BOEING REPS HAD BRIEFED A WORKING LEVEL GROUW AT EGYPTIAN AIR FORCE
HEADQUARTERS WITH LITTLE RESULT MORE THAN POLITE INTEREST. THEY HAD
ALSO BRIEFED THE CHIEF OF STAFF LT GEN MOHAMED ALI FAHMY. FAHMY WAS
INTERESTED IN THE PITCH AND SPECIFICALLY ASKED FELITON IF USG HAD
APPROVED BOEING'S EFFORT. FELITON EXPLAINED THAT FURTHER APPROVAL WAS
REQUIRED FOR THE SALE, BUT USG HAD GRANTED THE LICENSE TO PRESENT DAT
A
TO EGYPT FOR THE PURPOSE OF PROMOTINGA SALE. FAHMY THEN INSTRUCTED AN
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ASSISTANT, MAJ GEN MOSTAFA SADEK, TD HOST A BOEING TEAMWHICH WOULD
ERETURN TO EGYPTTO MAKE FULLER PRESENTATION AND TO GATHER ALL AVAILABLE
INFORMATION ON THE SUBJECT.

3. FELITON INDICATED HE WAS TENTATIVELY PLANNING TO RETURN TO EGYPT
WITH LARGER BRIEFING TEAM APPROXIMATELY 24 JUNE. HE FURTHER INDICATED

EN PLANS WERE FIRM HE INTENDED TO REQUEST EMBASSY MAKE APPOINTMENT
WITH M/G SADEK FOR HIM TO UNDERSCORE USG AWARENESS OF BOEING EFFORT.

4. REQUEST GUIDANCE ON HOW EMBASSY SHOULD RESPOND IF FELITON'S REQUEST,
MATERIALIZES. MATTHEWS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT SALES, HELICOPTERS
Control Number: n/a
Copy: SINGLE
Draft Date: 26 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978CAIRO13747
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780224-0174
Format: TEL
From: CAIRO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780516/aaaaamwp.tel
Line Count: 68
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 6f613096-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 17 jun 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2556308
Secure: OPEN
Status: NATIVE
Subject: VISIT OF BOEING VERTOL REP:ATTEMPT TO SELL \"CHINOOK\" - HELICOPTER
TAGS: OCON, EAIR, BTRA, US, EG, BOEING, (FELITON, JAMES)
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/6f613096-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014